RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

May 6, 1998

RJR Account #160600
Mr. B. Donahue
DONAHUE TOBACCO CO.

JUNE CTS: DORAL BUY 8 PACKS GET 2 PACKS FREE / PROMOTION #800541

Dear Bill:

DORAL B8G2F 'PRE-SLEEVED' product (6M) has been ordered to ship this promotion to participating retail accounts on the attached Customer List. Refer to the Customer List for specific distribution of product.

PO #051898-CTS

DORAL B4G1F BRAND STYLEs	UPC Code	#/ (6M) Cases
Light King	12300-25291	4
Light 100	12300-25292	4
FF 100	12300-25293	4
Lt Men 100	12300-25294	4
Ult Lt 100	12300-25295	4
Box 100	12300-25296	4
Lt Box 100	12300-25297	4

Billing per 6M Case: **24 Savings Cartons**

Product Arrival: **May 18, 1998**

Ship Date to Retail: **Week of: June 8, 1998**

EFT $ Amount: **$6,190.88**

PARTNERS 'BONUS' REPORTING DESCRIPTION	'DOR JUN B8G2F'

51845 7680

Source: https://www.industrydocuments.ucsf.edu/docs/mrmy0000

PROMOTION DESCRIPTION:

******* NO PACKING IS REQUIRED *******

SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST.

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you $3.60 per each **promoted 6M** case for all product packed and shipped to retail on a timely basis. This equates to **$100.80 (28 (6M) case(s) @ $3.60)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: 162302
L. E. MacWilliams

Enclosure: Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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DIRECT ACCOUNT RETAIL CUSTOMER LIST

PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE

RETAIL DISTRIBUTION DATE: 6/8/98

***** NO PACKING REQUIRED ** POS Kits / Floor Base Displays will be shipped directly to Retail Accounts.***

7 BRAND STYLES: DORAL LT/ LT 100/ FF 100/ LT MEN 100/ ULT LT 100/ BOX 100/ LT BOX 100

S/REP	R/REP	RJR#	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	VAP SIS#	VAP NAME	VAP SPL#	7 STYLES # CARTONS PER STYLE	
162302	162320	177009	JACOB & TONEYS IGA	157 MAIN ST	WARRENSBURG	NY	CN	160600	DONAHUE TOBACCO CO		30	
162302	162320	177011	BOB'S VARIETY	47 SOUTH STREET	GLENS FALLS	NY	CS	160600	DONAHUE TOBACCO CO		30	
162302		804072	JJ DISCOUNT CIGARETT	54 MAIN ST	HUDSON FALLS	NY	TB	160600	DONAHUE TOBACCO CO		30	
162304	162321	713344	WASH N DRY LAUNDRY	92 MAIN ST	CORINTH	NY	CS	160600	DONAHUE TOBACCO CO		30	
							160600 Total				4	CASE(S) PER STYLE

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